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Apr 1990



# Montana Department of Highways Civil Rights Newsletter

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APRIL 1990

## GRAVEL PIT DETERMINATIONS

Over the past several years, much has been written and said concerning Crushing Operations considered as "site of work." This translates into the crushing operator paying Davis-Bacon Wage Rates on a federal-aid highway project. The regulation that governs each situation is not simple; however, there are some basic determinations that apply to a high percentage of federal-aid projects. They are:

- 1) Any time "virgin prairie" is opened for a federal-aid highway project, the crushing work is covered by Davis-Bacon Wage Rates. The intent to utilize the pit for future sales cannot be considered.
- 2) If a landowner leases a pit to one or several crushing contractors for federal-aid highway projects in the vicinity, the work is "covered." A pit cannot have "Commercial Supplier" status.
- 3) When a contractor owns or leases several pits and does not have equipment in use in that pit prior to bid letting, the pit is covered by Davis-Bacon Wage Rates. Moving in and out of the pit to accommodate a nearby federal-aid project does not constitute a firm being a "Commercial Supplier."

Normally, if a crushing operation is in place prior to the opening of bids and has a history of sales, the work conducted at the pit is exempt from the prevailing wage rate.

Each situation and circumstances is different. If you are in doubt, please contact the Labor Compliance Specialist at 444-6331 to obtain a determination.

## 1990 Montana Bid Lettings

The Montana Highway Commission has approved the following bid letting dates for 1990.

April 26, 1990	May 24, 1990
June 28, 1990	July 26, 1990
August 23, 1990	September 27, 1990
October 25, 1990	December 6, 1990

## 1990 Bid Letting Dates

Following is the 1990 schedule of bid lettings for North Dakota, South Dakota and Wyoming.

### North Dakota

April 20, 1990	May 25, 1990
July 27, 1990	September 21, 1990
November 9, 1990	

### South Dakota

April 24, 1990	May 15, 1990
*June 6, 1990	June 26, 1990
July 18, 1990	August 15, 1990
September 19, 1990	October 16, 1990
November 13, 1990	*Tentative Date

### Wyoming

April 20, 1990	May 10, 1990
June 7, 1990	July 12, 1990
August 16, 1990	September 13, 1990
October 11, 1990	November 8, 1990
December 13, 1990	

PLEASE RETURN

The Civil Rights Newsletter is published on a quarterly basis by the Montana Department of Highways' Civil Rights Bureau.

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Program Specialist  
(406) 444-6337

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Program Assistant  
(406) 444-6332

## ***Recertification***

The following is a recertification which was inadvertently omitted from the January Directory.

**Catchpole Trucking Co.**, P.O. Box 20042, Billings, MT, 59104. Their telephone number is (406)259-7173.

The owner is Mary Ann Catchpole. The company is a highway related WBE, and performs truck hauling (dirt/aggregate supplies). The expiration date is January, 1991.

## ***Change of Address***

The following firms have changed their addresses.

**Metro Business Associates, Inc.**, supportive service contractor for the Montana Department of Highways has moved.

Their new address is 1215 24th Street West, Suite 115, Billings, MT 59102. Their telephone number remains the same.

**Pace Construction, Inc.** (Patti Townsend) of Bozeman has moved their offices to 1315 East Main Street.

The Telephone number and mailing address will remain the same as published in the January edition of the DBE Directory.

**Artistic Creations**, is now located at 3116 Canyon Ferry Road, East Helena. Their new telephone number is (406)227-5116.

**Firebird Enterprises**, is now located at 1355 Indian Creek Rd., Eureka, MT 59917. Their telephone number remains the same.

## ***Telephone Changes***

The following certified DBE firms have changed their telephone numbers.

**Wercon, Inc.**'s telephone number has changed to 248-5074.

**Mechanical Technology's** telephone number is incorrect in the January 1990 Directory. The correct number is (406)245-8340.

## ***SBA Announces a New Opportunity for Women Business Owners in Montana***

John R. Cronholm, District Director of the Montana U.S. Small Business Administration, recently announced a program for long-term training and counseling--the Women's Network for Entrepreneurial Training(WNET). WNET is designed to be a year-long relationship between a successful woman business owner (Mentor) and a woman who has been in business for at least one year (protege).

The dual purpose of WNET is to provide an opportunity for successful business owners to give back to their community through a long-term mentoring relationship with a fledgling woman owned business.

Women are the fastest growing segment of the small business community. Projections indicate that by the year 2000, women will own over one-half of all small business. WNET was developed to support this emerging population.

For more information and applications for becoming a mentor or protege, contact Michelle Johnston, Women's Business Ownership Representative, Small Business Administration at 449-5381.



## ***Good, Bad News Possible In Next Decade, Depending On Source Of Information***

There's good news and bad news in the construction industry. The bad news, according to the F. W. Dodge Division of McGraw-Hill Information Services Company, is that the value of newly started construction fell an additional 7 percent in November to an annualized rate of \$250.7 billion.

But the good news, says the Associated General Contractors of America -the nation's largest association of construction contractors — is that the decade of the 90s will begin with a strong growth year, "as the seven-year-old economic recovery continues to manifest itself in construction of all types and in most regions of the country."

A sharp decline of commercial and industrial building was responsible for November's setback, says George A. Christie, vice president and chief economist for F. W. Dodge.

"The nonresidential building sector's vulnerability to economic slowdown is aggravating a pre-existing problem — the general oversupply of commercial space," Christie says. "Since September, as business activity slackened, new construction has been cut back by 25 percent."

But in a just-released market survey from AGC/America, which represents 32,500 construction firms, including 8,000 of the nation's leading general contracting firms and 24,500 associate and affiliate firms, members responding to the forecast questionnaire predict an average increase of 10.1 percent in their 1990 volume compared to last year. The questionnaires were mailed to about 8,000 general contractor members, and the projections based on about 800 responses. The firms also report they expect to finish 1989 with an average volume of 7.3 percent higher than in 1988.

"AGC contractors have once again expressed their optimism in the continued strength of the construction industry," says Sally Brain, AGC director of construction economics.

The annual AGC survey has a record of accuracy, Brain says, adding that AGC members, which she says do 80 percent of the nonresidential construction in the United States, consistently outperform the industry as a whole.

But Christie isn't as optimistic.

"If there is to be an offset to the further weakening of commercial building in 1990, the likely candidate is one family homebuilding as demand for homes responds to lower mortgage rates and softening prices," Christie says.

The AGC projects an overall increase of 8.1 percent for the Mountain region, consisting of Montana, Idaho, Wyoming, Nevada, Colorado, Utah, New Mexico and Arizona.

By category, it reports; Building, up 6.9 percent; highway, up 13.6 percent; municipal and utilities, up 11 percent; and heavy industrial, up 2.3 percent.

The AGC forecast predicts the far West, which includes California, to jump 13 percent overall; the Southwest Central to rise 6.3 percent; the Northeast (New York, New Jersey, Pennsylvania) to increase just .8 percent; the Great Lakes region up 10.5 percent; the Southeast Central up 11.9 percent; and the North Central up 9.4 percent.

The nation's leader, says the AGC, will be the Southeast, with an overall increase of 16.3 percent; the loser will be the New England region with a decline of 11.1 percent.

*Excerpt from the January 8, 1990 Intermountain Contractor.*

## ***Attention Payroll Clerks: Payroll Requirements On Federal-Aid Highway Jobs***

Prime contractors have the responsibility to ensure that the submission of certified payrolls are accurate, complete, and submitted in a timely manner.

This responsibility is not only for their firm's certified payrolls, but their subcontractors as well.

The subcontractor's late or missing certified payroll(s) may cause progress estimate payments to be withheld against the prime contractor.

Following are basic payroll requirements on federal-aid highway jobs you must be aware of as we begin the 1990 construction season:

- 1) Certified payrolls must be submitted to the Field Project Managers within seven (7) days after the end of the work week. This is a federal requirement.
- 2) Only federal income tax, state income tax and social security (FICA) are authorized deductions on a federal aid highway construction project. All other deductions must be authorized by a signed and dated authorization slip by each affected employee.
- 3) Computer conversion codes (cross reference) for those firms not using the MDOH classification codes contained in the contract (Davis-Bacon wage schedule) must be submitted with the first payroll.

*PAYROLL REQUIREMENTS, continue on page 4*

**PAYROLL REQUIREMENTS, continued from page 3**

- 4) The employee's full name, address and social security number must be shown on the first payroll the employee appears on. General delivery is not sufficient.
- 5) Owner/operator classifications may only be used for the bona fide, registered owner/operator of a hauling truck. They must be shown on the payroll as owner/operator, full name, complete address, and social security number.  
If the driver of the hauling truck is not the registered owner, the employee operating the truck must be shown on the certified payroll at the correct classification and wage rate.
- 6) All persons performing work on the project site must be shown on the certified payroll at the correct classification and wage rate for all hours worked on the federal-aid project.

For additional information or assistance, you may call (406)444-6331.

## ***Dole Predicts Work Force Crisis In '90s, Issues Plan To Improve Worker Skills***

Projecting a work force crisis in the 90s, Labor Secretary Elizabeth Dole announced a far-reaching plan to provide workers with skills they need to be productive in American industry.

The linchpin of the seven-point plan is a commission Dole will appoint soon to develop "workplace competency guidelines," or levels of worker achievement.

The "Secretary's Commission on Achieving Necessary Skills," which will include leaders from business, labor and education, will define skills that business and industry need to remain competitive, and skills that workers need to cope with new technologies. The guidelines will serve as working definitions of the skills workers need on the job, and will be used at the state and local levels to develop school and workplace-based training programs.

"We are now in danger of losing the American dream," Dole said. "If you do not possess the basic skills required to survive in today's world, then you cannot get into the system, you cannot succeed, and you will spend a lifetime on the outside looking in. That is the American dream turned into a nightmare."

## **The Transition to Work**

The Labor Department will conduct a series of research and demonstration projects, through business and education partnerships, that establish work-based learning programs. The programs will combine academic skills with applied learning in workplace settings. In addition, a national conference in early 1990 will be held to explore reforms of how society helps college-bound youth in their transition to work.

## **Improving Skills of Employed Workers**

The Labor Department will conduct research and demonstration projects on employer and employee financed training. Among the approaches to be studied are state programs that provide training through a state payroll tax and industry programs that provide training vouchers to unemployed workers. The government will also form partnerships with industry groups to promote and implement structured workplace training programs, Dole said.

Expanding the concept of apprenticeship to new industries and occupations is another way to step up workplace training. The Labor Department will establish an advisory board on workplace training to study this expansion, which will provide "portable credentials" to workers who complete apprenticeship. Based on standards developed jointly with industry, the Labor Department would act as the credentialing agent.

## **Increasing Labor Market Efficiency**

Improving the work environment for existing employees is another concern. A clearinghouse will be created to promote practices that meet employee needs, such as flexible benefits, training and innovative labor-management relations. The Labor Department will conduct projects to test the productivity effects of various kinds of employer-provided child care, and the employment effects of providing alternative child care assistance to welfare mothers.

The Labor Department will direct a research and development program to improve information on imbalances in labor supply and demand.

Practices that upgrade the quality of the work force will be recognized through the Labor Secretary's Labor Investing for Tomorrow (LIFT) awards. The awards would be given each year to employers, employee groups and communities for activities such as business/school partnerships, innovative school-to-work projects, and skill training and literacy programs.

The Labor Department will also launch a national volunteer campaign to help students who are at risk of failing in school.

*Excerpt from the January 1990 Minority Employment Outlook.*



## ***Renting Benefits The Builders' Bottom Line***

The repeal of the Investment Tax Credit, the nation's economic health, keen competition among contractors and seasonal construction work combine to make renting construction equipment an attractive option to buying.

The construction equipment rental industry is increasing, and most of the reasons for growth come down to the bottom line - money.

The repeal of the Investment Tax Credit (ITC) in 1986 gave a boost to the rental industry, says American Rental Association of Utah President Tom Dill. Passed in 1962, the ITC gave a 10 percent tax credit to buyers of new equipment. Without that buyers' incentive today, renting has gained appeal. A survey by Associated Equipment Dealers (AED) of its members in 1986 indicated that 78 percent of respondents believed rentals would increase in 1987 and beyond because of the repeal of ITC. Subsequent years have proved that forecast to be right. "In the past few years, construction equipment rental activity has increased dramatically," said AED in a recent report. "Some equipment distributors who formerly did not provide rental machines at all now report that rentals make up the larger portion of their businesses."

The nation's overall economic health has also spurred more contractors to rent, reported the AED. Longer recessionary periods and slower recoveries than usual have caused contractors to take on fewer major financial commitments such as buying expensive equipment. By renting, more of a contractor's capital is free to be shown as job-related expense rather than liability. And a better-looking financial statement can increase a contractors' bonding capacity, the association points out.

Additionally, keen competition among construction companies has driven contractors to be more flexible in the types of projects they take on, which in turn requires them to have a more diverse stable of construction equipment. But rather than let specialized equipment sit idle, contractors save money by renting only the equipment each project requires, AED said.

Seasons, too, have a major impact on the rental industry, says Dill. In the Intermountain West it is much more expensive to build in the winter, so contractors try to cut back, he says, which leaves a lot of equipment sitting unused in a yard. The renter's rule of thumb, he says, is, "If you're going to use (a piece of equipment) for 1,900 of the 2,000 work hours per year, you probably ought to own it...but if you're only going to use it for 700 hours, you probably ought to rent."

Renting can often times be more convenient, Dill adds. "We catch a lot of little stuff," says Dill, whose

firm rents generally light equipment such as jack hammers, rotary hammers and generators. If a tool is broken at the time it is needed, or being used at another site on the other side of the valley, a contractor can save time by renting.

There are other advantages to renting that indirectly impact the contractors' balance sheet:

- \* Rental equipment is generally no older than three to five years and is usually the most up-to-date version. "(The contractors) get the new equipment with all the bells and whistles," Dill says. In fact, some new equipment is getting so high-tech that it takes special training to operate it, points out the AED, so a trained operator comes with the rental agreement. Additionally, equipment models are being specialized, updated and reintroduced all the time, making it hard for the contractor to know if a particular piece of equipment will quickly become obsolete and lose its resale value.

- \* Rental equipment is constantly maintained and records are carefully kept so a contractor can usually be sure the tool is in good working order. And if the rented piece breaks down through no fault of the contractor, it will be quickly replaced by the rental firm.

The AED survey noted that the rental industry has "truly become an industry within an industry...and all signs seem to be pointing toward a growing customer demand for rental activity."

In the past 25 years, the rental industry has risen from virtually nothing to an important percentage of nearly every equipment dealer's inventory. In 1965, the AED's annual survey indicated that only 2 percent of the total sale volume of heavy equipment dealers came from rentals, while only 6.3 percent of total sales volume for general and light equipment dealers came from rentals. But by 1986, the survey revealed that rentals accounted for 12 percent of heavy equipment dealers' businesses, 18 percent of general equipment dealers' businesses and 21 percent of light equipment dealers' businesses.

*Excerpt from the February 12, 1990 Intermountain Contractor.*

## ***Referral Source List***

The follow is an updated listing of minority & female referral sources for the state of Montana.

*REFERRAL SOURCE LIST, continue on page 6*

## BILLINGS

Marvin Takes The Horse  
Crow TERO Office  
P. O. Box 823  
Crow Agency, MT 59022  
638-2339

Windy Shoulder Blade  
Northern Cheyenne Tribal Office  
Tribal TERO Office  
P. O. Box 128  
Lame Deer, MT 59043  
477-6284, Ext. 238

John Robinson  
Billings American Indian Council  
P. O. Box 853  
Billings, MT 59101  
248-3343

Marilyn Old Horn  
Bureau of Indian Affairs  
Crow Agency, MT 59022  
638-2671

Janice DelPriore  
Job Developer/Placement  
YWCA Women's Center  
909 Wyoming Avenue  
Billings, MT 59101  
245-6879

Eileen Sansom  
District VI, HRDC  
Centennial Plaza, Suite 203  
300 - 1st Ave. North  
Lewistown, MT 59457  
538-7488

Lawrence Lente, Personnel Officer  
Bureau of Indian Affairs  
316 North 26th  
Billings, MT 59101

President  
Dull Knife Memorial College  
P. O. Box 98  
Lame Deer, MT 59043  
477-6215

Janine Windy Boy, President  
Little Big Horn College  
P. O. Box 370  
Crow Agency, MT 59022  
638-2228

Richard Real Bird, Chairman  
Crow Tribal Council  
P. O. Box 159  
Crow Agency, MT 59022

## BILLINGS (continued)

Robert Bailey, Chairman  
Northern Cheyenne Tribal Council  
Northern Cheyenne Agency  
P. O. Box 128  
Lame Deer, MT 59043

Claudia Stephans  
Montana Migrant Council  
1148 - 1st Ave. No.  
Billings, MT 59105  
248-3149

Carl Schmiedeskamp  
Rural Employment Opportunities  
1613 Lewis, #211  
Billings, MT 59105  
256-1140

Angie Cormier  
Mexican American Business Association  
P. O. Box 1484  
Billings, MT 59103  
256-5200

Ron Pease - Mayor  
City Hall, Box 255  
Lodge Grass, MT 59050

## BUTTE

George Henkle  
Montana United Indian Association  
P. O. Box 6043  
Helena, MT 59604  
443-5350

Naomi Long Fox  
North American Indian Alliance  
P. O. Box 285  
Butte, MT 59701  
723-4361

Roxanne Smith, Job Developer  
Women In Transition  
321 E. Main, Suite 215  
Bozeman, MT 59715

Michelle Dennis, Director  
Women's Resource Center  
15 Hamilton Hall  
Bozeman, MT 59717  
994-3836

Diane Mosolf  
Women's Resource Center  
P. O. Box 888  
Dillon, MT 59725  
683-4857

BUTTE (continued)

Rowena Dickenson  
Career Futures  
44 E. Park PL929  
Butte, MT 59701  
723-9101 or 782-9533

Anaconda Indian Alliance  
East Park, P. O. Box 1108  
Anaconda, MT 59711  
563-3459

GLENDIVE

Denver Atkinson and/or Curley Youpee  
Fort Peck Tribal Office  
Tribal TERO Office  
P. O. Box 1372  
Poplar, MT 59255  
768-5155, Ext. 402

Leona Harn and/or Ernie Big Horn  
Indian Development & Education  
P. O. Box 726  
Miles City, MT 59301  
232-6112

Sharon Kearnes, Director  
Career Development Program  
Miles Community College  
2715 Dickinson  
Miles City, MT 59301  
232-3031, Ext. 32

Dr. James Shanely, President  
Fort Peck Community College  
P. O. Box 575  
Poplar, MT 59255  
768-5105

Raymond White Tail Feathers, Chairman  
Fort Peck Executive Council  
Fort Peck Agency  
P. O. Box 1027  
Poplar, MT 59255

Irene Fabian  
New Directions  
Dawson Community College  
P. O. Box 421  
Glendive, MT 59330  
365-3396

GREAT FALLS

Don White  
Blackfeet Tribal Office  
Tribal TERO Office  
P. O. Box 850  
Browning, MT 59417  
338-7887

GREAT FALLS (continued)

Ronnie Joe Henry  
Rocky Boy Tribal Council  
Rocky Boy Route  
P. O. Box 544  
Box Elder, MT 59521  
395-4282

Shawn Snow  
Fort Belknap Tribal Office  
Tribal TERO Office  
P. O. Box 249  
Harlem, MT 59526  
353-2205, Ext. 468

Fred Buckles  
Native American Center  
P. O. Box 2612  
Great Falls, MT 59403  
761-3165

Director  
WORK PLACE - YWCA  
104 - 2nd Street South  
Galleria Bldg., Suite 200  
Great Falls, MT 59405  
727-0966

Kerri McInally, Director  
Displaced Homemaker Program  
District IV, HRDC  
P. O. Box 1509  
Havre, MT 59501  
265-6743 & 265-6744

Pat Head, President  
Blackfeet Community College  
P. O. Box 55  
Browning, MT 59417  
338-5411

Fort Belknap College  
P. O. Box 39  
Harlem, MT 59526  
353-2205

Peggy Nagel, Director  
Dull Knife Memorial College  
Rocky Boy Campus  
Rocky Boy Route, Box 1082  
Box Elder, MT 59521

Rodney Jervais, Director  
Blackfoot Community College  
P. O. Box 819  
Browning, MT 59417



GREAT FALLS (continued)

Gilbert Horn, Chairman  
Fort Belknap Community Council  
Fort Belknap Agency  
P. O. Box 249  
Harlem, MT 59526

Debbie Swanson, Chairperson  
Little Shell Tribe  
P. O. Box 347  
Havre, MT 59501  
265-2741

Sue Pate  
REO  
P. O. Box 3142  
Great Falls, MT 59403  
761-1371

Greg Gullichson  
Employment and Training  
P. O. Box 1509  
Havre, MT 59501  
265-6743

HELENA

Helena Indian Alliance  
436 North Jackson  
Helena, MT 59601  
442-9334

Don Wetzel  
Governor's Coordinator of Indian Affairs  
Capitol Post Office  
Helena, MT 59620  
444-3702

Donna Porter, Director  
Career Training Institute  
17½ South Last Chance Gulch  
Helena, MT 59601  
443-0800

Betty Cross  
Crawford Rehabilitation Services  
1400 - 11th Ave.  
Helena, MT 59601  
442-3340

Jerri Baker  
Project Work  
Neighborhood Center  
201 South Main  
Helena, MT 59601  
449-6990

HELENA (continued)

Ron Garbarino  
Project Challenge A.F.L.-C.I.O.  
110 N. Warren  
Helena, MT 59601

Dan Sullivan  
Rocky Mtn. Dev. Council  
P. O. Box 1717  
Helena, MT 59624

K. Anderson  
Rural Employment Opp  
P. O. Box 831  
Helena, MT 59624

Kerrie Reidelbach  
Helena Industries  
1325 Helena Ave.  
Helena, MT 59601

James A. Nys  
Personnel Plus  
Suite 614 Power Block  
Helena, MT 59601

MISSOULA

Lorena Lawson  
Confederated Kootenai/Salish Tribes  
JTPA  
P. O. Box 576  
Ronan, MT 59864  
676-3500

Bev Calvert  
YWCA - Women in Transition  
1130 W. Broadway  
Missoula, MT 59802  
543-6768

Native American Service Agency  
2228 South Ave. W.  
Missoula, MT 59802  
329-3373

Lois McClure, Placement Officer  
Salish Kootenai College  
P. O. Box 117  
Pablo, MT 59855  
675-4800

Kristi Allen Booth  
Northwest Montana HDRC  
1st & Main - Box 1058  
Kalispell, MT 59903-1058  
752-6565



MISSOULA (continued)

Dr. Judy Smith  
Women's Resource Center  
University of Montana  
315 South 4th East  
Missoula, MT 59801  
243-4153

Joseph McDonald, President  
Salish-Kootenai College  
P. O. Box 117  
Pablo, MT 59855  
675-4800

Mick Pablo, Chairman  
Confederated Salish & Kootenai Tribes  
Flathead Agency  
P. O. Box 278  
Pablo, MT 59855

George Cowen  
Personnel Division  
P. O. Box 278  
Pablo, MT 59855

Stella Morigeau  
Kicking Horse Job Corporation  
2000 Mollman Pass Trail  
Ronan, MT 59864  
644-2217

Mary Harris  
Career Exploration &  
Development Center  
66 - 4th Ave. W.N.  
Kalispell, MT 59901  
752-1204

Thom I. Ellsworth  
Placement Specialist  
Community Vocational Services  
1121 W. Kent  
Missoula, MT 59801

Kathleen Stamper  
District 11 Resource Council  
617 South Higgins  
Missoula, MT 59801

## ***Conference for Women Entrepreneurs***

INC. Magazine is holding a two-day conference in Boston, Mass. on June 27 and 28, 1990 for Women in Business.

The Conference will feature over 45 sessions taught by top business strategists, consultants, legal experts, planners and personal empowerment specialists with a commitment to helping women business leaders grow and succeed in a competitive environment.

The conference will include sessions on the following topics, plus an exciting array of others:

- Resources and networks for women
- Finding capital
- New ways to raise money
- Entrepreneurial planning for women company owners
- Getting the most from your banker
- Pricing strategies
- How to be a good competitor
- Taking risks
- Controlling your overhead
- Building your creditability
- Cash management

If you are interested, contact Andrea Shear at INC. Conference for Women Entrepreneurs, 44 Commercial Wharf, Boston, Mass. 02110 or call her at (800)255-1080 or Fax (617)570-8090.

## ***Out of State Certification***

Documentation and information required by other states for DBE certification are similar to Montana. In most cases, you will need to have your home state certification prior to applying in other states. Firms interested in becoming certified in other surrounding states may contact the following agencies.

Steve Gomez, Department of Transportation  
700 Broadway Ave. East  
Pierre, SD 57501-2586  
(605)773-4906

Kent Lambert  
Wyoming Highway Department  
P.O. Box 1708  
Cheyenne, WY 82003-1708  
(307)777-4054

Colorado Office of Certification  
Department of Regulatory Agencies  
1600 Grant Street, Suite 475  
Denver, CO 80203-1602  
(303)894-2355

Al Schaffler  
Washington Office of Minority & Women Business Enterprises  
406 So. Water  
Olympia, WA 98504  
(206)586-6769

Jackie Lipp  
North Dakota State Highway Department  
600 East Blvd.  
Bismarck, ND 58505-0700  
(701)224-2576

Charles Larson  
Utah Department of Transportation  
407 South 2700 West  
Salt Lake City, UT 84119  
(801)965-4208

Berneeta Forstner  
Idaho Transportation Department  
P.O. Box 7129  
Boise, ID 83707  
(208)334-8845

## ***Tenative Highway Construction Program For Last Six Months Of 1990***

The following list of tentative highway projects is from the State of Montana Department of Highways Tenative Construction Program dated 10/31/89. Projects are listed by district, number and name, type of work and date.

The types of work shown are very broad. In general, the largest DBE subcontracting opportunities are in the projects that have plant mix surfacing or PMS overlay.

When the monthly Invitation to Bid and plans are released, more specific information on work items will be available. Projects are frequently postponed, accelerated or cancelled so a double-check of this information with the MDOH Contract Plans Section is recommended.

*Tenative Highway Construction, Continue on page 11*



DIST.  
FINANCE  
/ADMIN

	PROJECT NUMBER	LOCATION	TYPE OF WORK	LETTING DATE YEAR MONTH
2	RTF 8-1()27	1 MI. W. OF MACDONALD PASS	FROST HEAVE REPAIR	90 7
5	BRM 1028()	DRY CREEK BRIDGE - BILLINGS	PIPE	90 7
1	BR 9015()	WHITEFISH R-N OF KALISPELL	STRUCTURE	90 7
2	F 55-3()12	LEGION AVE. - WHITEHALL	DRAINAGE IMPROVEMENT	90 8
1	BR 9045()	IRRGTN CANAL N OF LONEPINE	PIPE	90 8
3	F 24-2()127	SIMMS - SUN RIVER	PMS OVERLAY	90 8
4	F 57-7()326	BUSINESS LOOP - GLENDIVE	PMS OVERLAY	90 8
3	F 3-4()101	4 MI. SE OF BROWNING	PMS OVERLAY	90 8
4	F 98-1()0	BUSINESS LOOP - GLENDIVE	PMS OVERLAY	90 8
5	IR 94-1()24	POMPEY'S PILLAR - CUSTER	FILL	90 9
1	FH 5-4()168	FORTINE - N	GRADING	90 9
4	F 57-5()171	SAND SPRINGS - WEST	GRADING	90 9
3	RTF-BRF 1-7()430	FORT BELKNAP - E	GRADING	90 9
4	F-BRF 25-1()9	9 MI N OF CIRCLE - N	GRADING	90 9
5	RTF-BRF 37-1()19	BUSBY - E & W	GRADING	90 9
4	F-BRF 25-1()9	9 MI N OF CIRCLE - N	GRAVEL SURFACING	90 9
1	FH 5-4()168	FORTINE - N	GRAVEL SURFACING	90 9
5	RTF-BRF 37-1()19	BUSBY - E & W	GRAVEL SURFACING	90 9
3	RTF-BRF 1-7()430	FORT BELKNAP - E	GRAVEL SURFACING	90 9
4	F 57-5()171	SAND SPRINGS - WEST	GRAVEL SURFACING	90 9
5	IR 94-1()24	POMPEY'S PILLAR-CUSTER	MILL	90 9
5	IR 94-1()24	POMPEY'S PILLAR-CUSTER	OVERLAY	90 9
1	IR 90-2()94	MISSOULA - WEST	PCCP REHAB	90 9
5	RTF-BRF 37-1()19	BUSBY - E & W	PIPE	90 9
3	RTF-BRF 1-7()430	FORT BELKNAP - E	PLANT MIX SURFACING	90 9
4	F 57-5()171	SAND SPRINGS - WEST	PLANT MIX SURFACING	90 9
5	RTF-BRF 37-1()19	BUSBY - E & W	PLANT MIX SURFACING	90 9
1	FH 5-4()168	FORTINE - N	PLANT MIX SURFACING	90 9
4	F-BRF 25-1()9	9 MI N OF CIRCLE - N	PLANT MIX SURFACING	90 9
5	M 7199()	CASINO CR DR - LEWISTOWN	PMS OVERLAY	90 9
3	F-BRF 24-3()91	ROGER'S PASS - E	PMS OVERLAY	90 9
1	IR 90-2()96	DESMET INTERCHANGE	REHAB. INT.	90 9
3	F-BRF 24-3()91	ROGER'S PASS - E	STRUCTURE	90 9
3	RTF-BRF 1-7()430	FORT BELKNAP - E	STRUCTURE	90 9
4	F-BRF 25-1()9	9 MI N OF CIRCLE - N	STRUCTURE	90 9
2	BRF 84-1()8	MADISON R. - E OF NORRIS	STRUCTURE	90 9
4	BRF 1-10()629	BOX ELDER CR.	STRUCTURE	90 9
1	FH 5-4()168	FORTINE - N	STRUCTURE	90 9
4	F 57-5()171	SAND SPRINGS - WEST	STRUCTURE	90 9
3	F-BRF 24-3()91	ROGER'S PASS	WIDEN	90 9
5	M 7199()	CASINO CR DR - LEWISTOWN	WIDEN	90 9
5	RS 416-1()1	JELLISON ROAD APPROACH	GRADING	90 10
3	RS 255-1()5	5 MI N OF RUDYARD - N	GRADING	90 10
5	RS 500-2()19	MOSBY - S	GRADING	90 10
5	RS 416-1()1	JELLISON ROAD APPROACH	GRAVEL SURFACING	90 10
3	RS 255-1()5	5 MI N OF RUDYARD - N	GRAVEL SURFACING	90 10
5	RS 500-2()19	MOSBY - S	GRAVEL SURFACING	90 10
2	F 8-2()46	EAST HELENA - E & W	PCCP REHAB	90 10
3	RS 255-1()5	5 MI N OF RUDYARD - N	PIPE	90 10
3	RS 255-1()5	5 MI N OF RUDYARD - N	PLANT MIX SURFACING	90 10
5	RS 416-1()1	JELLISON ROAD APPROACH	PLANT MIX SURFACING	90 10
1	IR 90-2()109	BONNER INT.	PMS OVERLAY	90 10
1	HES 4141()	4 LOCATIONS - MISSOULA	SAFETY IMPROVEMENTS	90 10

3	BR 025()	WILLOW CR NW OF AUGUSTA	STRUCTURE	90	10
1	BH 9027()	KOOTENAI R-NW EDGE OF TROY	STRUCTURE	90	10
3	BR 9018()	ST MARY CANAL	STRUCTURE	90	10
5	RS 416-1()1	JELLISON ROAD APPROACH	STRUCTURE	90	10
3	BR 9008()	TETON R - S OF LOMA	STRUCTURE	90	10
1	BH 9027()	KOOTENAI R - NW EDGE	STRUCTURE REHAB	90	10
1	RS 263-1()1	MULLAN ROAD - EAST SECTION	GRADING	90	10
4	RS 248-1()12	DANIELS CO. LINE - E	GRAVEL SURFACING	90	11
1	RS 263-1()1	MULLAN ROAD - EAST SECTION	GRAVEL SURFACING	90	11
1	RS 263-1()1	MULLAN ROAD - EAST SECTION	PLANT MIX SURFACING	90	11
4	RS 248-1()12	DANIELS CO. LINE - E	PLANT MIX SURFACING	90	11
3	F 1-3()255	MAIN ST - CUT BANK	PMS OVERLAY	90	11
3	F 1-3()256	CUT BANK - E	PMS OVERLAY	90	11
5	F 28-2()69	BROADWAY AVE - RED LODGE	PMS OVERLAY	90	11
5	M 6906()	MARYLD-6TH TO WASHTN-LAUREL	PMS OVERLAY	90	11
2	M 1805()	HOLMES AVE - BUTTE	GRADING	90	12
1	F-BRF 6-1()109	DIXON - RAVALLI	GRADING	90	12
2	M 1805()	HOLMES AVE - BUTTE	GRAVEL SURFACING	90	12
1	F-BRF 6-1()109	DIXON - RAVALLI	GRAVEL SURFACING	90	12
1	M 1805()	HOLMES AVE - BUTTE	PIPE	90	12
2	M 1805()	HOLMES AVE - BUTTE	PLANT MIX SURFACING	90	12
1	F-BRF 6-1()109	DIXON - RAVALLI	PLANT MIX SURFACING	90	12
1	RS 269-1()0	HAMILTON - CORVALLIS	PMS OVERLAY	90	12
4	RS 261-1()5	5 MI N OF WIRBAUX - N	PMS OVERLAY	90	12
3	RS 218-1()19	E OF CONRAD - E	PMS OVERLAY	90	12
2	BRS 205-1()28	N OF BOZEMAN	RROP & APPRS	90	12
5	BRF-F 16-1()1	EAST BRIDGE - BILLINGS	STRUCTURE	90	12
4	BR 9011()	DIVERSION CANAL AT INTAKE	STRUCTURE	90	12
4	BR 9042()	USRS MAIN CANAL AT SAVAGE	STRUCTURE	90	12
5	BRS 419-1()0	E ROSEBUD CR & OVERFLOW	STRUCTURE	90	12
1	F-BRF 6-1()109	DIXON - RAVALLI	STRUCTURE	90	12
1	RS 269-1()0	HAMILTON - CORVALLIS	WIDEN	90	12
3	RS 218-1()19	E OF CONRAD - E	WIDEN	90	12



## ***Magazine For DBE Business Owners***

The magazine, *Minority Business Entrepreneur* has articles on management for minority owned businesses, as well as other items of interest for minority business owners including interviews, book reviews and classified ads. The magazine is **free** to minority or women owned businesses. Their address is:

MBE  
924 North Market Street  
Englewood, CA 90302  
Telephone: (203)673-9398

## ***Help Is Available To Design A Safety Program***

Accident prevention and Safety plans are important management tools for construction contractors. Resources are available from both the Department of Labor and the State Compensation Mutual Insurance Fund.

The State Compensation Mutual Insurance Fund has a "Basic Loss Control Manual for Montana Employers." This manual has a "Loss Control Program Outline" that sets out 10 major features of a safety program, and is available to employers who are insured through the State Fund only. Contact:

State Fund  
P.O. Box 4759  
Helena, MT 59604-4759  
Telephone: 444-6440

In addition to the manual, loss prevention consultants from the State Fund are available to help construction companies on an individual basis to design a safety program around the manual. There are 5 consultants in Montana working out of Butte, Mile City, Missoula, Kalispell, and Great Falls at no charge. The consultation is on an informal basis, and no written reports result.

For firms not insured through the State Fund and firms that desire a more formal inspection, the Department of Labor's Safety Section will provide consultation and inspection services to any Montana firm. These inspections do generate a formalized report which goes to OSHA. Areas in which services are offered are safety surveys and industrial hygiene. The Telephone number for the Department of Labor's Safety Section is 444-6401.

## ***Equipment Guide Available***

The 1989 Tool and Equipment Rental Survey is now available from the Mechanical Contractors Association of America. Construction tools and equipment are a major financial investment, says the association, and the information in this booklet can help contractors protect their investments.

The survey compiles the results of a survey of MCAA members regarding tools and equipment costs, handling, rental and general policies. Contractors can use the information to determine replacement, repair, handling and other expenses.

For a copy, contact MCAA 1385 Piccard Dr., Rockville, Md. 20850.

*Excerpt from the February 12, 1990 Intermountain Contractor.*

## ***1990 Annual EEO Submissions***

If you are currently working as either a prime or subcontractor on a Montana Federal-aid highway construction project and are continuing into the 1990 construction season, your annual EEO submission must be submitted to and approved by this office prior to beginning work in 1990.

Information pertaining to the content of the Annual EEO Submission is contained in the Civil Rights Bureau Manual in Section I.B - EEO Contract Compliance on page I.B. 26. Samples of the forms are located in Section I.C. - EEO forms on pages I.C. 11 - 15.

If you have any questions pertaining to EEO Contract Compliance, call (406)444-6331.

## ***Dept. of Administration Invitation For Bid***

Sealed bids will be received until 2:00 PM on April 12, 1990, and will be publicly opened and read aloud in the offices of the Architecture & Engineering Div., 1520 East Sixth Ave., Helena, MT for

**BLACKTAIL WILDLIFE MANAGEMENT AREA  
ROAD REPAIR, SOUTH OF DILLON, MONTANA,  
MONT A/E 89-35-32**

Bids shall be submitted on the form provided with the contract documents. Contract documents may be secured at the office of the Architecture & Engineering Div., 1520 East Sixth Ave., Helena, MT.

*INVITATION FOR BID, continue on page 14*

### *INVITATION FOR BID, continued from page 13*

Bids shall be accompanied by security meeting the requirements of the State of Montana in the amount of 10% of the total bid. The successful bidder will furnish approved Performance Security and Labor and Material Security in the amount of 100% of the contract.

The contractor shall comply with all fair labor practices and state statutes.

Each bidder and subcontractor for work over \$5,000 must have a valid Montana Public Contractor's License in the proper classification.

No bidder may withdraw his bid for at least 30 days after the scheduled time for receipt of bids except as noted in the Instruction to Bidders.

The Owner reserves the right to reject any or all bids and to waive any irregularities or informalities.

## **SPECIALTY CONTRACTORS**

*There are more than 340,000 specialty contractors in the United States, each focused on a particular trade. While the nations general contractors orchestrate entire projects, the specialties strive to perfect their individual parts and pulling around \$200 billion worth of total revenue each year.*

A rundown of specialty construction trades can change depending on the source. But the basic list, as compiled by Engineering News Record (ENR), includes mechanical, electrical, painting, utility, wall/ceiling, roofing, sheet metal, concrete, structural steel, glass and glazing, excavation and foundation and wrecking and demolition contractors. Other trades that fit the list include masonry, stonework, plastering, drywall, insulation, carpentry, floor-laying and building equipment installation.

A footprint of the "typical" specialty contractor, according to a recent survey of 500 contractors by the Construction Financial Management Association (CFMA), reads as follows:

More than 90 percent of specialty firms are privately owned, and 89 percent of them work as subcontractors. Their projects are 91 percent private jobs. And generally, specialty contracts (74 percent) last less than 12 months.

Of the specialty firms surveyed by CFMA — 73 percent of which have been in business more than 20 years, 62 percent anticipate better business in 1990.

Last year, the nation's top specialty contractors pulled in \$16.8 billion, according to ENR's annual survey of the nation's top 800 specialty contractors.

The electrical and mechanical trades did the best business, turning in more than 60 percent of the total revenues reported.

The specialty contractors surveyed by ENR found most of their work in the commercial market (41 percent) and the industrial/power market (26 percent). The survey also revealed that renovation is an up-and-coming market, making up 17 percent of the total specialty contractor market.

Improving cash flow is a big issue among specialty contractors, according to the survey. "More and more, owners are tying up our money and holding it for up to a year," explains American Subcontractors Association president Tommy Godwin. "They want to wait for the year-end inspection to be done." To help the specialties, the ASA is working to persuade owners to reduce retainage, or to at least put the tied-up funds in interest-bearing accounts. The group is also pushing for semi-monthly billings.

Nationwide, specialty contractor failures climbed less than 2 percent last year, with 3,893 firms closing up shop, according to The Dun & Bradstreet Corp.

There are 341,484 specialty firms in the United States, reports the U.S. Census Bureau's 1987 construction survey, up 14 percent from the 299,430 firms the census reported in 1982. Overall, the census says specialty firms did \$200 billion in total business volume in 1987, up 53 percent from 1982.

*Excerpt from the March 12, 1990 Intermountain Contractor.*





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